

**VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE
REPORT OF MEETING
January 21, 2004**

The Real Estate Board Education Committee met on Wednesday, January 21, 2004 at the Department of Professional and Occupational Regulation.

Real Estate Board Members present: S. Ronald Owens
 R. Schaefer Oglesby
 Sharon Parker Johnson
 Byrl Phillips Taylor

Staff Members present: Marion Cooper, Education Administrator
 Betty Jones, Administrative Assistant

The meeting was called to order at 4:07 p.m.

Motion was made and seconded to approve the agenda.

The following actions were taken:

A. One (1) re-evaluation of a previously approved course offered by an approved school was approved.

1. 51882 How Houses Work, 4 hours of real estate related,
 Alpha College of Real Estate

B. Fifteen (15) re-approvals of previously approved (expired) courses offered by approved schools were approved.

1. 09898 GRI 101: Building A Real Estate Business, 2 hours of
 real estate related, Greater Capital Area Association
 of Realtors
2. 10098 GRI 202: Contract Law and Condos and Coops, 3 hours
 of real estate related, Greater Capital Area
 Association of Realtors
3. 10398 GRI 403: New Home Sales and Marketing and Property
 Management: Doing it Right, 1 hour of real estate
 related, Greater Capital Area Association of Realtors

4. 10298 GRI 303: Pro Stds/Mediation/Arbitration/Procuring Cause, 6 hours of real estate related, Greater Capital Area Association of Realtors
5. 05698 Due Diligence For the Real Estate Professional, 2 hours of real estate related, Greater Capital Area Association of Realtors
6. 05598 Don't Risk It, 2 hours of real estate related, Greater Capital Area Association of Realtors
7. 05198 Keeping It Straight: Comparative Protocols and License Laws, 3 hours of real estate related, Greater Capital Area Association of Realtors
8. 05298 Basics of Commercial Real Estate, 3 hours of real estate related, Greater Capital Area Association of Realtors
9. 09798 GRI 302: Taxes, 3 hours of real estate related, Greater Capital Area Association of Realtors
10. 07298 Environmental Issues in Residential Transactions, 3 hours of real estate related, Greater Capital Area Association of Realtors
11. 05098 Up To Date Ethics, 3 hours of Ethics and Standards of Conduct, Greater Capital Area Association of Realtors
12. 51970 GRI 205: Agency and Buyer Representation, 6 hours of real estate agency, Greater Capital Area Association of Realtors
13. 51971 At Home with Diversity, 6 hours of real estate related, Greater Capital Area Association of Realtors
14. 51966 Continuing Education Ethics, 4 hours of ethics & standards of conduct, Central Virginia School of Real Estate
15. 51959 Do Not Call, 2 hours of legal updates, Williamsburg School of Real Estate

C. Thirty-nine (39) original applications for courses offered by approved schools were approved.

1. 51939 National USPAP Update Equivalent - Virtual Classroom (CRP), 7 hours of real estate related, McKissock Data Systems

2. 51940 Contract Law - Virtual Classroom (CRP), 4 hours of contract law, McKissock Data Systems
3. 51941 Understanding and Presenting the "Regional Sales Contract", 6 hours of real estate contract, Coldwell Banker Residential Brokerage School of Real Estate
4. 51942 Marketing, 2 hours of real estate related, Coldwell Banker Residential Brokerage School of Real Estate
5. 51943 Negotiating Agreement, 2 hours of real estate related, Coldwell Banker Residential Brokerage School of Real Estate
6. 51944 Building Your Business, 3 hours of real estate related, Coldwell Banker Residential Brokerage School of Real Estate
7. 51945 The Buyers Services System, 3 hours of real estate agency, Coldwell Banker Residential Brokerage School of Real Estate
8. 51946 The Sellers Service System, 4 hours of real estate agency, Coldwell Banker Residential Brokerage School of Real Estate
9. 51947 Continuing Education 8-Hour Required Topics, 2 hours of fair housing, 1 hour of ethics & standards of conduct, 2 hours of legal updates, 2 hours of real estate agency, and 1 hour of real estate contracts, Piedmont School of Real Estate
10. 51950 Professionalism in Real Estate, 3 hours of ethics and standards of conduct, The Real Estate Education Center
11. 51953 Virginia 8-Hour Continuing Education Correspondence Course, 2 hours of fair housing, 2 hours of ethics & standards of conduct, 1 hour of legal updates, 1 hour of real estate agency, 1 hour of real estate contract and 1 hour of real estate related, Long & Foster Institute of Real Estate
12. 51957 Financing, 3 hours of real estate related, Coldwell Banker Residential Brokerage School of Real Estate
13. 51962 Negotiate 2 Win, 6 hours of real estate related, The Richmond Association of Realtors
14. 51963 Introduction to Network, 3 hours of real estate related, Coldwell Banker Residential Brokerage School of Real Estate

15. 51965 Virginia Real Estate Continuing Education, 2 hours of fair housing, 3 hours of ethics & standards of conduct, 1 hour of legal updates, 1 hour of real estate agency, 1 hour of real estate contract, and 8 hours of real estate related, Tidewater Real Estate School
16. 51967 Virginia Continuing Education Mandatory Topics, 2 hours of fair housing, 1 hour of ethics and standards of conduct, 3 hours of legal updates, 1 hour of real estate agency, and 1 hour of real estate contract, Moseley Flint Schools of Real Estate
17. 51969 Introduction to Contracts for the Real Estate Professional, 2 hours of real estate contract, Northern Virginia Association of Realtors
18. 51972 REIN Contract Revision Course, 2 hours of real estate contract, Alpha College of Real Estate
19. 51973 New 8 hr Required Topic Continuing Education Classroom Course, 2 hours of fair housing, 3 hours of ethics and standards of conduct, 1 hour of real estate agency, 1 hour of real estate contract, and 1 hour of real estate legal updates, Alpha Omega College of Real Estate
20. 51975 Zoning and Land Use, 7 hours of real estate related, Lorman Business Center, Inc.
21. 51977 Property Valuation and Listing Process, 3 hours real estate related, The Real Estate Education Center
22. 51979 Real Estate Continuing Education Seminar, 2 hours of fair housing, 1 hour of ethics and standards of conduct, 2 hours of legal updates, 1 hour of real estate agency, 1 hour of real estate contracts, and 1 hour of real estate related, Central Virginia Community College
23. 51980 At Home with Diversity, 6 hours of real estate related, Virginia Association of Realtors
24. 51981 Practical Applications of 1031 Like-Kind Exchanges, 2 hours of real estate related, Virginia Association of Realtors
25. 51982 Legal Updates and Emerging Trends, 3 hours of legal updates, University Institute of Real Estate
26. 51983 Real Estate Agency, 2 hours of real estate agency, University Institute of Real Estate
27. 51984 Fair Housing/Current Cases/Decisions, 2 hours of fair

housing, University Institute of Real Estate

28. 51985 Buyer Representation, 3 hours of real estate agency, University Institute of Real Estate
29. 51986 Environmental Issues in Real Estate, 3 hours of real estate related, University Institute of Real Estate
30. 51988 Virginia Continuing Education Mandatory Topics, 2 hours of fair housing, 1 hour of ethics and standards of conduct, 3 hours of legal updates, 1 hour of real estate agency and 1 hour of real estate contract, Moseley Dickenson School of Real Estate
31. 51989 About Fair Housing In Virginia, 4 hours of fair housing, The Institute for Continuing Education Inc.
32. 51990 Cha Ching!! Effective Money Management, 2 hours of real estate related, Virginia Association of Realtors
33. 51991 Pick Pockets And The IRS: Keeping Them Out of Your Pocket, 2 hours of real estate related, Virginia Association of Realtors
34. 51992 How To Stop The Home Inspection From Killing The Deal, 2 hours of real estate related, Alpha College Of Real Estate
35. 51993 Continuing Education (16 hour course), 2 hours of fair housing, 2 hours of ethics and standards of conduct, 2 hours of legal updates, 2 hours of real estate agency, 4 hours of real estate contract and 4 hours of real estate related, Shenandoah Valley Training Center
36. 51997 Real Estate Contracts, 2 hours of real estate contract, Dulles Area Real Estate School
37. 51998 Real Estate Legal Updates and Emerging Trends, 1 hour of legal updates, Dulles Area Real Estate School
38. 51999 Real Estate Agency, 1 hour of real estate agency, Dulles Area Real Estate School
39. 52000 Fair Housing, 2 hours of fair housing, Dulles Area Real Estate School

D. Two (2) original applications for courses offered by approved schools were not approved.

1. 51961 Long Term Care Insurance, 1 hour of real estate related, The Richmond Association of Realtors. Deemed not approved as unrelated to real estate business.

2. 51976 Virginia Real Estate CE July 2004 Mandatory Course (CRP), 1 hour of real estate legal updates, 1 hour of real estate ethics and standards of conduct, 1 hour of real estate agency, and 1 hour of real estate contracts, Institute for Continuing Education Inc. Deemed not approved as course did not meet clock hour requirements.

E. Thirteen (13) original applications for courses offered by approved schools for Post Education were approved.

1. 51936 RI 404: The Cyber-Realtor/Technology Elective, 3 hours of Elective for Residential Real Estate, Virginia Association of Realtors
2. 51937 RI 409: Business Development/Business Planning, 2 hours of Elective for Residential Real Estate, Virginia Association of Realtors
3. 51938 RI 405: Marketing the Property: Pricing, Listing, and Marketing/Property Valuation/Listing Process, 3 hours of Elective for Residential Real Estate, Virginia Association of Realtors
4. 51951 Professionalism in Real Estate/Ethics and Standards of Conduct/Current Industry Trends, 3 hours of Mandatory for Residential Real Estate, The Real Estate Education Center
5. 51952 Business Planning For Real Estate/Business Planning, 2 hours of Elective for Residential Real Estate, The Real Estate Education Center
6. 51954 Understanding and Presenting the "Regional Sales Contract"/Offer to Purchase, 3 hours of Mandatory for Residential Real Estate, Coldwell Banker Residential Brokerage School of Real Estate
7. 51955 The Sellers Service System/Selling Process, 3 hours of Elective for Residential Real Estate, Coldwell Banker Residential Brokerage School of Real Estate
8. 51956 Building Your Business/Business Planning, 2 hours of Elective for Residential Real Estate, Coldwell Banker Residential Brokerage School of Real Estate
9. 51958 Financing/Finance, 3 hours of Elective for Residential Real Estate, Coldwell Banker Residential Brokerage School of Real Estate
10. 51960 The Buyers Services System/Agency Law, 3 hours of Mandatory for Residential Real Estate, Coldwell Banker Residential Brokerage School of Real Estate

11. 51964 Introduction to Network/Technology Elective, 3 hours of Elective for Residential Real Estate, Coldwell Banker Residential Brokerage School of Real Estate
12. 51968 Marketing/Business Planning, 2 hours of Elective for Residential Real Estate, Coldwell Banker Residential Brokerage School of Real Estate
13. 51978 Property Valuation and Listing Process/Property Valuation/Listing Process, 3 hours of Elective for Residential Real Estate, The Real Estate Education Center

F. One (1) original pre-licensing course offered by approved school was approved.

1. Real Estate Law Broker Pre-Licensing (45 hours) A to Z School of Real Estate

Board had discussion with Nicole Ball from Dearborn.

There being no further business nor public comment, the meeting adjourned at 5:35 p.m.